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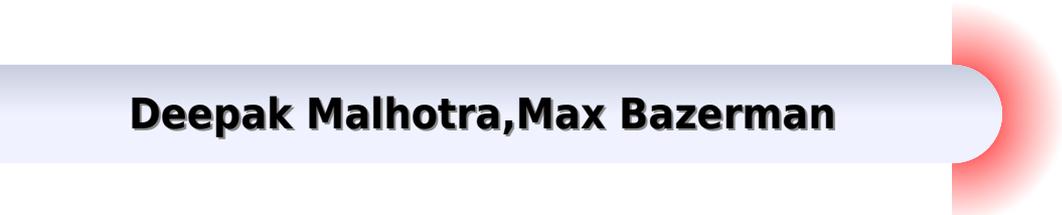
# Negotiating Rationally



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**Deepak Malhotra, Max Bazerman**



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